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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 4 May 1985

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 5 through May 3) and cumulatively (September 1 through May 3). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	103	807	$1680	$1687	$1791	$1700	$1517	456	4746	$1634	$1684	$1833	$1667	$1400
Business—General (incl. Mgmt.)	87	601	1626	1654	2010	1583	1333	222	1990	1593	1621	2010	1583	1200
Marketing & Distribution	18	308	1730	1568	*	*	*	72	1041	1614	1553	1958	1392	1300
HUMANITIES & SOCIAL SCIENCES														
Humanities	21	64	1475	1502	1833	1485	1250	59	369	1386	1447	1842	1333	900
Economics[2]	51	157	1709	1758	2167	1666	1375	110	383	1704	1730	2167	1666	1375
Other Social Sciences	55	144	1568	1625	1842	1550	1260	109	547	1516	1506	1916	1500	1083
ENGINEERING														
Aeronautical	10	126	2160	2228	*	*	*	29	390	2136	2230	2435	2216	1755
Chemical	72	460	2411	2377	2530	2410	2250	181	1594	2378	2375	2508	2420	2208
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	47	259	1947	1955	2225	1931	1625	86	791	1974	1971	2375	1941	1600
Electrical (incl. Computer Engrg.)	193	1898	2214	2306	2433	2300	1930	581	6921	2212	2278	2450	2291	1866
Geological	+	9	+	2299				+	43	+	2237			
Industrial	20	246	2158	2225	2400	2169	1931	70	847	2131	2193	2417	2150	1900
Mechanical	86	1000	2270	2288	2475	2299	2058	318	3695	2177	2259	2458	2250	1833
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	1	60	2250	2324	*	*	*	16	225	1820	2279	*	*	*
Mining	+	4	+	2300				+	28	+	2192			
Nuclear (incl. Engrg. Physics)	+	16	+	2294				3	62	1891	2291	*	*	*
Petroleum	+	49	+	2536				+	341	+	2626			
Engineering Technology	10	91	2180	2131	*	*	*	40	472	2108	2131	2417	2131	1708
SCIENCES														
Agricultural Sciences	3	22	1511	1561	*	*	*	6	125	1556	1477	*	*	*
Biological Sciences	2	20	1210	1775	*	*	*	7	71	1191	1489	*	*	*
Chemistry	4	25	2275	2022	*	*	*	10	104	1899	1904	*	*	*
Computer Science	72	622	2093	2124	2400	2219	1600	238	2368	2021	2080	2363	2125	1542
Health (Medical) Professions	+	4	+	1330				5	118	2107	1789	*	*	*
Mathematics	13	141	1674	2029	*	*	*	37	317	1715	2032	2100	1750	1250
Other Physical & Earth Sciences	+	41	+	1985				9	138	1424	1928	*	*	*
Totals	868	7174						2664	27726					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	110	864	$1689	$1700	$1800	$1700	$1525	481	5041	$1654	$1692	$1835	$1667	$1400
Business Administration	58	277	1611	1655	2010	1542	1250	127	1102	1584	1611	2010	1583	1167
Communications	2	31	2317	1979	*	*	*	13	186	1458	1598	*	*	*
Community & Service Orgs. Work	6	12	1118	1153	*	*	*	25	82	1144	1321	1460	1192	800
EDP-Programming/Systems	93	755	2119	2143	2417	2225	1650	289	2777	2027	2104	2375	2125	1500
Engineering	379	3929	2215	2282	2475	2297	1875	1155	14241	2192	2268	2465	2270	1794
Farm & Natural Resources Mgmt.	+	2	+	1325				+	47	+	1527			
Finance & Economics	50	255	1701	1797	2167	1583	1375	109	673	1679	1732	2167	1583	1375
Health (Medical) Services	+	14	+	1294				7	150	1829	1678	*	*	*
Manufacturing &/or Industrial Oprs.	9	66	2170	2136	*	*	*	47	355	2126	2076	2438	2208	1506
Mathematics/Statistics	3	71	1407	1940	*	*	*	15	164	1766	1965	*	*	*
Merchandising/Sales Promotion	50	284	1553	1572	1833	1500	1288	106	952	1503	1491	1833	1500	1166
Personnel/Employee Relations	1	24	1825	1624	*	*	*	5	106	1554	1718	*	*	*
Research—Non-Scientific	7	33	2022	2022	*	*	*	27	131	2105	1990	2500	2167	1485
Research—Scientific	11	77	2175	2094	*	*	*	37	334	2027	2048	2425	2167	1200
Rotational Training—Non-Technical	8	73	1401	1532	*	*	*	42	230	1401	1505	1667	1375	1083
Rotational Training—Technical	1	35	2225	2189	*	*	*	21	147	2212	2163	2450†	2400	1500
Sales—Non-Technical Degree	54	311	1656	1591	1875	1667	1500	116	870	1628	1584	1875	1629	1385
Sales—Technical/Scientific Degree	26	61	2254	2232	2400	2296	2000	42	138	2228	2193	2400	2238	2000
Totals	868	7174						2664	27726					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.
† The 90th and 50th percentiles are close in value because of a clustering of offers.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	23	$2250	$1944	*	*	*	39	350	$1947	$2037	$2167	$1917	$1792
MBA (Non-Technical Undergraduate)	68	240	2479	2494	$2917	$2500	$1975	255	778	2425	2317	3000	2400	1917
MBA (Technical Undergraduate)	12	53	2586	2626	*	*	*	70	176	2490	2526	2900	2504	2083
MS-Business (incl Mgmt., Mktg., Finance, etc.)	+	57	+	2592				+	129	+	2471			
Industrial Mgmt. (incl. Industrial Admin.)	+	12	+	2422				+	32	+	2399			
Administration (incl. Public, Hospital, etc.)	1	5	2165	2636	*	*	*	6	28	2082	2413	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	1	+	1385				1	31	1333	1515	*	*	*
Social Sciences	+	5	+	1510				+	55	+	1694			
ENGINEERING														
Chemical	8	37	2694	2629	*	*	*	16	143	2691	2603	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	30	3500	2416	*	*	*	5	133	2580	2375	*	*	*
Electrical (incl. Computer Engrg.)	14	161	2711	2727	*	*	*	32	675	2679	2731	2983	2750	2165
Industrial	1	22	2626	2582	*	*	*	7	66	2504	2487	*	*	*
Mechanical	5	72	2475	2678	*	*	*	19	339	2451	2609	*	*	*
Nuclear (incl. Engrg. Physics)	+	+	+	+				1	19	2425	2552	*	*	*
SCIENCES														
Chemistry	3	4	2194	2245	*	*	*	4	19	2125	2103	*	*	*
Computer Science	5	57	2613	2606	*	*	*	23	289	2598	2551	2783	2600	2280
Geology & Related Geological Sciences	1	15	2675	2569	*	*	*	5	98	2724	2583	*	*	*
Mathematics	+	7	+	2404				1	27	2042	2414	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	1	9	2983	2513	*	*	*	2	32	2458	2549	*	*	*
Totals	122	810						486	3419					

' Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	34	101	$2793	$2752	$3250	$2783	$2166	78	210	$2696	$2610	$3333	$2704	$2000
MBA - Tech Undergraduate	6	47	2857	2882	*	*	*	13	66	2845	2809	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	40	151	2640	2949	3074	2833	2000	94	256	2661	2817	3083	2708	2083
MBA - Tech Undergraduate	9	51	2911	2882	*	*	*	16	67	2699	2872	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	27	71	2888	2714	3333	2950	2333	45	146	2827	2646	3333	2850	2292
MBA - Tech Undergraduate	14	17	3004	2988	*	*	*	24	42	3007	2868	3500	3000	2667
Totals	130	438						270	787					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	1	51	$2375	$3395	*	*	*	2	120	$2871	$3378	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				+	8	+	2610			
Electrical (incl. Computer Engrg.)	+	8	+	3680				2	62	3654	3479	*	*	*
Mechanical	1	9	3492	2818	*	*	*	1	38	3492	3053	*	*	*
SCIENCES														
Chemistry	4	51	3151	3130	*	*	*	10	137	3103	2995	*	*	*
Mathematics (incl. Oprs. Research, Statistics & Actuarial Science)	+	5	+	3450				+	13	+	2917			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	3	+	3516				+	20	+	3258			
Physics	+	7	+	3150				2	37	2417	3068	*	*	*
Totals	6	134						17	435					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

SCPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1679 1750 1525	85	1561	3	1583	2	1750	1			1506	3
BUSINESS - GENERAL	1856	5	1545 1708 1333	31	1395	12	1677	12			1364	3
MARKETING/DISTRIBUTN			1569	3	1333	1	1900	1	2080	2	1825	1
HUMANITIES			1576	6	1425	10	1958	1				
ECONOMICS			1674 2167 1375	27	1583	7	1739	3			1563	2
OTHR SOC.AL SCIENCES	1708	1	1549	9	1499 1750 1260	24	1688	2	1842	1	1542	1

SCPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL	2318	1					2386	5				
CHEMICAL					2250	1	2283	3			2250	1
CIVIL -CNSTR/SAN/TRP							2225	1			1947 2185 1708	22
ELECTRICAL -COMPTR							2322 2450 2208	65	2309	6	2159	3
GEOLOGICAL												
INDUSTRIAL							2211	9				
MECHANICAL							2272	17	2295	8	2234	9
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH					1875	1	2284	2				

SCPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES					1333 1	
BIOLOGICAL SCIENCES		1333 1				
CHEMISTRY		2250 2	2250 1			
COMPUTER SCIENCE		1762 7	1743 5	2180 34 2375 1950	2333 3	1957 2
HEALTH (MED) PROFSNS						
MATHEMATICS	1916 1	1250 1	1701 4	2127 2		
OTHR PHYSCL/EARTH SCI						

SCPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1828	2	1940	2	1729	4						
BUSINESS - GENERAL	1991	7	2009	2	1674	7	2000	1	1333	1	1875	1
MARKETING/DISTRIBUTN	1808	1			1745	3					1900	2
HUMANITIES					1667	1						
ECONOMICS			1833	2	1750	1	1750	1	1675	1	1875	1
OTHR SOCIAL SCIENCES	1748	6	1729	2	1777	5					1875	1

SCPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2393 2475 2287	30					2402	19			2511	17
CIVIL -CNSTR/SAN/TRP	2322	2	1983	3					1650	3	2391	2
ELECTRICAL -COMPTR	2435	8	2275 2383 2155	22	1950	1	2275	6	2324	4	2459	14
GEOLOGICAL												
INDUSTRIAL	2200	3	2200	1	2459	2					2188	1
MECHANICAL	2354	14	2332	8			2392	3	2186	6	2487	8
METALLURGICAL									2250	1		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2295	1			2292	2	2292	2				

SCPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1600	2						
BIOLOGICAL SCIENCES												
CHEMISTRY	2350	1										
COMPUTER SCIENCE	2325	3	2233	3	1600	1					2413	2
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SCI												

SCPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING					1750	1						
BUSINESS - GENERAL	2167	1	1600	2	1861	1					1229	1
MARKETING/DISTRIBUTN			1600	1	1742	2					1292	1
HUMANITIES							1485	1	1333	1	833	1
ECONOMICS	2133	3							1125	1		
OTHR SOCIAL SCIENCES					1250	1					958	2

SCPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1838	4				
CHEMICAL					2140	1						
CIVIL -CNSTR/SAN/TRP	1759	2			1900	1	1850	8	1963	3		
ELECTRICAL -COMPTR	2264	3			2282 2425 2167	22	1803 1992 1558	39				
GEOLOGICAL												
INDUSTRIAL							1838	4				
MECHANICAL	2450	1	2580	1	2092	3	1845	6	1586	1	2365	1
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH					2400	1	1500	1				

SCPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 SCPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES											1087	1
CHEMISTRY												
COMPUTER SCIENCE	2071	6			2045	4	1941	2				
HEALTH (MED) PROFSNS												
MATHEMATICS	1250	1					1683	3	1233	1		
OTHR PHYSCL/EARTH SCI												

REV 2

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 04/05/85 THROUGH 05/03/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1985 SCPA REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2167	9	2603 3000 2083	26	2396	2	2430	9				
MBA - TECHNICAL	2383	1	2208	2			2637	6				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 04/05/85 THROUGH 05/03/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1985 SCPA REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2345	7	2677	1	1300	1	2750	2			2489	3
MBA - TECHNICAL					3000	1	2800	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 04/05/85 THROUGH 05/03/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1985 SCPA REGIONAL INTERIM REPORT

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2662	6			2000	1	2000	1				
MBA - TECHNICAL					2615	1						